

Items attached:

Revised (and final) Quarterly Income Statement - FY 1995
(note: "management adjustment" in Q4 of \$375,000)

Revised Quarterly Balance Sheet - FY 1995

Revised Quarterly Statement of Cash Flows - FY 1995

Originally reported nine months ended March 31, 1995 Income Statement (Old Format)

Note: Revenue for nine months ended 3/31/95

- Old revenue recognition method	2,534,003
- % of completion revenue recognition method	<u>2,321,446</u>

Adjustment to prior quarters required to go to % complete (212,557)

Originally reported Balance Sheet as of March 31, 1995 (Old Format)

1996 Financial Plan submitted to AOL by Lynne Crawford

1996 Financial Plan submitted to Lynne Crawford by Nick Scharf

1996 Financial Plan as reworked by Mary McCall into Lynne Crawford's
format using Nick's numbers

Revenue Detail - % of completion calculation (Original estimate)
--- I should walk you through this!

Revenue Detail - % of completion calculation (Current estimate) *TO COME LATER
- NOT READY*

Packet provided AOL during Due Diligence (I think!) I had this in my "Forecast" file. (13 pages)

*My home tel. # = 408 293-8485
if you need to call
please feel free*

WAIS, Inc.
Quarterly Income Statement

	30-Sep-94	30-Dec-94	31-Mar-95	30-Jun-95	FY 1995
<i>Revenue:</i>					
Products	\$639,907	\$364,676	\$413,277	\$325,946	\$1,743,806
Government contract	142,868	96,401	59,036	56,769	355,074
Production services	146,626	231,632	227,024	314,350	949,632
Total revenue	929,401	692,709	699,336	697,065	3,048,512
<i>Cost of sales:</i>					
Products	36,426	101,732	85,302	71,539	294,799
Government contract	11,273	62,669	39,518	22,385	135,845
Production services	46,701	167,731	158,479	323,735	696,646
Management adjustment				375,000	375,000
Total cost of sales	94,400	332,132	283,299	792,459	1,502,290
Gross margin	835,001	360,577	416,037	(65,394)	1,546,222
Gross margin %	90%	52%	59%	-9%	51%
<i>Expenses:</i>					
Marketing & sales	32,513	150,795	207,998	196,032	587,338
G&A	74,579	117,465	180,092	224,092	596,228
Operations			47,422	28,480	75,902
Total expenses	107,092	268,260	435,512	448,604	1,259,468
Net operating income (loss)	727,909	92,317	(19,475)	(513,998)	286,754
Pooling expenses			(30,000)	(2,437)	(32,437)
Interest income (expense)	1,076	464	227	(6,858)	(5,091)
Pretax income (loss)	728,985	92,781	(49,248)	(523,293)	249,225
Income taxes	320,754	50,823	(19,492)	(65,250)	286,835
NET INCOME (LOSS)	\$408,231	\$41,958	(\$29,756)	(\$458,043)	(\$37,609)

WAIS, Inc.
Balance Sheet

	<u>30-Jun-94</u>	<u>30-Sep-94</u>	<u>30-Dec-94</u>	<u>31-Mar-95</u>	<u>30-Jun-95</u>
<i>Current Assets:</i>					
Cash	\$134,341	\$320,459	\$357,328	\$668,488	\$227,481
Accounts receivable	101,023	514,026	477,461	710,462	701,654
Deposits & prepaids	5,875	41,056	26,080	56,891	44,438
Total current assets	<u>241,239</u>	<u>875,541</u>	<u>860,869</u>	<u>1,435,841</u>	<u>973,573</u>
Capitalized development costs, net		20,067	41,686	75,994	131,559
<i>Fixed Assets:</i>					
Furniture	4,741	9,064	32,867	44,084	64,262
Equipment & software	81,776	94,374	153,537	200,192	331,775
Production services	3,301	8,916	11,794	50,988	96,695
Leasehold improvements				16,832	20,048
Accumulated depreciation	(30,053)	(38,499)	(51,236)	(71,300)	(102,436)
Net fixed assets	<u>59,765</u>	<u>73,855</u>	<u>146,962</u>	<u>240,796</u>	<u>410,344</u>
<i>Other Assets</i>	<u>3,815</u>	<u>3,576</u>	<u>3,338</u>	<u>3,099</u>	<u>2,861</u>
<i>Total Assets</i>	<u><u>\$304,819</u></u>	<u><u>\$973,039</u></u>	<u><u>\$1,052,855</u></u>	<u><u>\$1,755,730</u></u>	<u><u>\$1,518,337</u></u>
<i>Current Liabilities:</i>					
Accounts payable and accrued expenses	\$114,205	\$51,918	\$132,480	\$177,816	\$572,231
Term loan				500,000	500,000
Note Payable	48,711	48,711			
Deferred revenue	79,253	86,716	55,292	227,189	108,673
Accrued interest				1,556	11,555
Accrued income taxes		314,796	352,227	335,669	270,420
Total current liabilities	<u>242,170</u>	<u>502,141</u>	<u>539,999</u>	<u>1,242,230</u>	<u>1,462,879</u>
<i>Shareholders' Equity:</i>					
Paid in capital	25,000	25,000	25,000	55,418	55,418
Current year income (loss)		408,231	450,189	420,433	(37,609)
Retained earnings (deficit)	<u>37,650</u>	<u>37,667</u>	<u>37,667</u>	<u>37,649</u>	<u>37,649</u>
Total equity	<u>62,650</u>	<u>470,898</u>	<u>512,856</u>	<u>513,500</u>	<u>55,458</u>
<i>Total Liabilities & Equity</i>	<u><u>\$304,819</u></u>	<u><u>\$973,039</u></u>	<u><u>\$1,052,855</u></u>	<u><u>\$1,755,730</u></u>	<u><u>\$1,518,337</u></u>

WAIS, Inc.
Quarterly Statement of Cash Flows

	30-Sep-94	30-Dec-94	31-Mar-95	30-Jun-95	FY 1995
Net operating income (loss)	\$727,909	\$92,317	(\$19,475)	(\$513,998)	\$286,754
Depreciation & amortization	8,685	15,990	23,318	36,155	84,147
Cash flow from operations	736,594	108,307	3,843	(477,843)	370,901
Cash taxes	5,958	13,392	2,168		21,518
Cash interest	(1,076)	(464)	(1,783)	(3,143)	(6,466)
Subtotal	731,712	95,379	3,458	(474,700)	355,848
Changes in working capital:					
Accounts receivable	(413,003)	36,565	(233,001)	8,808	(600,631)
Deposits & prepaids	(35,181)	14,976	(25,709)	12,453	(33,461)
Accounts payable and accrued expenses	(62,287)	80,562	45,336	394,415	458,026
Deferred revenue	7,463	(31,424)	171,897	(118,516)	29,420
Cash used by working capital	(503,008)	100,679	(41,477)	297,160	(146,646)
Purchases of fixed assets	(22,536)	(85,844)	(113,898)	(200,684)	(422,962)
Capitalized development costs	(20,067)	(24,634)	(37,323)	(60,346)	(142,369)
Debt borrowings (repayments)		(48,711)	500,000		451,289
Other	17		400	(2,437)	(2,020)
	(42,585)	(159,189)	349,179	(263,467)	(116,062)
Increase (Decrease) In Cash	186,118	36,869	311,160	(441,007)	93,140
Beginning Cash	134,341	320,459	357,328	668,488	134,341
Ending Cash	\$320,459	\$357,328	\$668,488	\$227,481	\$227,481

WAIS, Inc.
Income Statement
For the Nine Months Ended March 31, 1995

Revenue:

Products	\$1,483,595
Government contract	297,922
Production services	630,737
International	121,750
Total revenue	2,534,003

Cost of sales	86,850
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Gross margin	2,447,153
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Expenses:

Marketing & sales	391,306
Washington office	84,166
Production services	274,012
Development	340,793
G&A	402,136
Operations	47,422
Total expenses	1,539,835

Net operating income (loss)	907,318
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Interest income (expense)	1,767
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Pretax income (loss)	909,085
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Income taxes	412,453
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NET INCOME (LOSS)	\$496,632
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WAIS, Inc.
Balance Sheet
as at March 31, 1995

Current Assets:

Cash	\$668,489
Accounts Receivable	705,106
Deposits & prepaids	56,891
Total Current Assets	1,430,486

Fixed Assets:

Furniture	44,084
Equipment & Software	200,192
Production Services	50,988
Leasehold Improvements	16,832
Accumulated Depreciation	(71,299)
Net Fixed Assets	240,797

Other Assets	3,099
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Total Assets	\$1,674,382
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Current Liabilities:

Accounts Payable and Accrued Expenses	\$179,370
Term Loan	500,000
Deferred Revenue	7,100
Accrued Income Taxes	398,213
Total Current Liabilities	1,084,683

Shareholders' Equity:

Paid in Capital	55,418
Current Year Income (Loss)	496,632
Retained Earnings (Deficit)	37,649
Total Equity	589,699

Total Liabilities & Equity	\$1,674,382
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WALS
1996 Plan

	Q1	Q2	Q3	Q4	Total
REVENUE	\$ 700,000	\$ 1,200,000	\$ 1,800,000	\$ 2,300,000	\$ 6,000,000
COST OF SALES	<u>450,000</u>	<u>700,000</u>	<u>850,000</u>	<u>1,100,000</u>	<u>3,100,000</u>
GROSS MARGIN	250,000	500,000	950,000	1,200,000	2,900,000
Marketing	200,000	225,000	250,000	300,000	975,000
Product development	100,000	100,000	150,000	150,000	500,000
General and administrative	<u>325,000</u>	<u>350,000</u>	<u>400,000</u>	<u>425,000</u>	<u>1,500,000</u>
	625,000	675,000	800,000	875,000	2,975,000
EARNINGS (LOSS) BEFORE TAXES	<u>\$ (375,000)</u>	<u>\$ (175,000)</u>	<u>\$ 150,000</u>	<u>\$ 325,000</u>	<u>\$ (75,000)</u>

WAIS, Inc.
7/28/95 Update to Prior Medior Forecast

	Q1	Q2	Q2 by Business Unit	
			Prod Svcs	Product
REVENUE				
WAIS Products	210,000	300,000		300,000
Webcrawler Products	90,000	200,000	200,000	
Government Contract	45,000	45,000	45,000	
Production Services	350,000	525,000	525,000	
Service Administration & Support	42,000	42,000	42,000	
Total Revenue	737,000	1,112,000	812,000	300,000
COST OF GOODS SOLD				
Other company products	15,000 ^{COS}			
Webcrawler	104,230	104,025	104,025	
Production Services Washington	77,208 ^{COS}	93,297	93,297	
Production Services West Coast	362,510 ^{COS}	290,978	290,978	
Service Administration & Support	29,525 ^{COS}	52,225	52,225	
Operations	85,075 ^{COS}	122,075	122,075	
	673,549	662,600	662,600	
GROSS MARGIN	63,451	449,400	149,400	300,000
EXPENSES				
Sales	188,263 ^{COS}	236,430	193,700	42,730
Marketing	13,825 ^{COS}	29,825	29,825	
Development	197,623 ^{COS}	237,679		237,679
G&A	263,145 ^{COS}	266,322	186,426	79,897
Total Expenses	662,856	770,256	409,951	360,306
Net Operating Income(Loss)	(599,405)	(320,856)	(260,551)	(60,306)

*COST
Support
= 50%*

WAIS, Inc.
1996 Plan

	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Total</u>
Revenue	\$737,000	\$1,112,000	\$1,800,000	\$2,300,000	\$5,949,000
Cost of Sales	<u>618,000</u>	<u>605,000</u>	<u>850,000</u>	<u>1,100,000</u>	<u>3,173,000</u>
Gross Margin	119,000	507,000	950,000	1,200,000	2,776,000
Gross Margin %	16%	46%	53%	52%	47%
Marketing	241,000	320,000	250,000	300,000	1,111,000
Product development	129,000	119,000	150,000	150,000	548,000
General and administrative	<u>348,000 ✓</u>	<u>388,000</u>	<u>400,000</u>	<u>425,000</u>	<u>1,561,000</u>
	718,000	827,000	800,000	875,000	3,220,000
 EARNINGS (LOSS) BEFORE TAXES	 <u><u>(\$599,000)</u></u>	 <u><u>(\$320,000)</u></u>	 <u><u>\$150,000</u></u>	 <u><u>\$325,000</u></u>	 <u><u>(\$444,000)</u></u>

Revenue - % of completion
Original Estimate

	Project Revenue	Q1	Q2	Q3	Q4	FY 1995	Jul-95	Aug-95	Sep-95	FY 96 Q1	Project Totals	Rev per hr
<u>Labor Hours by Project:</u>												
AOL II	123,500				214	214	200	200	200	600	814	152
Foodnet	93,733			194	410	604	81			81	685	137
KPMG/SEMI	70,650				572	572	300	200	36	536	1,108	64
LDC	73,650			32	654	686	200	56		256	942	78
NYT	89,000			451	354	805	250	238		488	1,293	69
RCS	122,500				856	856	400	200	42	642	1,498	82
SFNA	133,209			141	295	436	200	200	8	408	844	158
Reuters	60,000		240	158	4	402				0	402	149
Expeer	144,209				173.5	174	400	400	390	1190	1,364	106
AOL Lightning	100,000	171	410	285	52	918				0	918	109
Stanford	34,964			473.5	628	1,102				0	1,102	32
	1,045,415	171	650	1,735	4,213	6,768	2,031	1,494	676	4,201	10,969	95
<u>Revenue by Project:</u>												
Foodnet		0	0	26,546	56,103	82,649	11,084	0	0	11,084	93,733	
KPMG/SEMI		0	0	0	36,473	36,473	19,129	12,753	2,295	34,177	70,650	
LDC		0	0	2,502	51,133	53,635	15,637	4,378	0	20,015	73,650	
NYT		0	0	31,043	24,367	55,410	17,208	16,382	0	33,590	89,000	
RCS		0	0	0	70,000	70,000	32,710	16,355	3,435	52,500	122,500	
SFNA		0	0	22,254	46,560	68,814	31,566	31,566	1,263	64,395	133,209	
Reuters		0	35,821	23,582	597	60,000	0	0	0	0	60,000	
Expeer		0	0	0	18,350	18,350	42,306	42,306	41,248	125,860	144,210	
Stanford		0	0	15,030	19,934	34,964	0	0	0	0	34,964	
Total Commercial Projects		0	35,821	120,957	323,517	480,295	189,640	123,740	48,241	341,621	821,916	
AOL Lightning		18,628	44,662	31,046	5,664	100,000	0	0	0	0	100,000	
AOL II		0	0	0	32,468	32,468	30,344	30,344	30,344	91,032	123,500	
Total Intercompany		18,628	44,662	31,046	38,132	132,468	30,344	30,344	30,344	91,032	223,500	

Product and Production Services IP Status

3/14/95

Company Confidential

Production Services IPs	Number of Organizations	Number of Publications/ Services	Value
Currently on WAIS Datacenter	5	23	\$829,000
Currently being developed by WAIS, Inc	9	7	\$717,000
Proposals Outstanding	18	19	\$2,008,000
Pre-proposal Pipeline	<u>51</u>	<u>53</u>	<u>\$5,724,000</u>
Totals	83	102	\$9,278,000

Software Product Sales

Current Pipeline	130	\$ 2,022,000
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Report 1
14-Mar-95

WAIS, Inc.
FY1995 Income Statement Forecast

	Jul-94	Aug-94	Actual Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95	Total
REVENUE													
Products	\$137,000	\$163,750	\$334,983	\$57,400	\$184,445	\$152,500	\$36,000	\$83,450	\$242,887	\$100,000	\$150,000	\$150,000	\$1,792,315
Government Contract	2,062	1,237	139,186	15,047		81,354	32,414	7,616	21,000	25,000	25,000	25,000	374,916
Production Services	50,000	20,000	68,000	8,000	70,400	53,850	41,533	113,100	226,000	200,000	300,000	300,000	1,450,883
International			100,000										100,000
Support & Maintenance										15,000	15,000	15,000	45,000
Total Revenue	189,062	184,987	642,069	80,447	254,845	287,704	109,947	204,166	489,887	340,000	490,000	490,000	3,763,114
			1,016,118			622,996			804,000			1,320,000	3,763,114
COST OF GOODS SOLD					41,850		15,000	15,000	15,000	30,000	30,000	30,000	176,850
GROSS MARGIN	189,062	184,987	642,069	80,447	212,995	287,704	94,947	189,166	474,887	\$10,000	460,000	460,000	3,586,264
	100%	100%	100%	100%	84%	100%	86%	93%	97%	91%	94%	94%	95%
Marketing & Sales	5,011	7,679	19,825	31,183	50,370	69,242	67,380	67,579	79,154	111,439	111,439	86,439	706,739
Washington Office	5,164	4,695	7,316	8,118	5,624	13,032	12,441	13,346	14,488	14,488	21,675	21,675	142,062
Production Services	6,370	7,589	23,656	34,346	63,963	52,374	20,812	24,510	38,278	54,722	73,224	64,677	464,518
Operations							16,175	16,190	15,300	13,067	26,700	14,700	102,132
Development	15,272	15,404	28,248	40,973	35,984	58,236	48,990	42,951	52,138	90,313	78,491	85,035	592,038
G&A	15,431	37,128	19,937	38,887	37,490	43,088	50,870	55,157	103,193	81,079	69,791	70,779	620,828
Total Expenses	47,248	72,495	98,982	151,506	193,430	235,971	216,668	219,732	302,549	365,107	381,319	343,307	2,629,318
Net Operating Income(Loss)	141,814	112,492	543,087	(71,059)	19,565	51,733	(121,721)	(30,566)	172,338	(55,107)	78,681	116,693	957,946
													25%
Interest Income (Expense)	342	354	381	688	(605)	379	555	410	(656)	(875)	(875)	(875)	(777)
Protax Income(Loss)	142,156	112,846	543,468	(70,371)	18,960	52,112	(121,166)	(30,156)	171,681	(55,982)	77,806	115,818	957,169
other					1,450								1,450
Income Taxes	62,549	49,652	239,126	(20,963)	8,942	22,929	(53,313)	(13,269)	75,540	(24,832)	34,235	50,960	121,154
NET INCOME(LOSS)	\$79,607	\$63,193	\$304,342	(\$49,408)	\$9,167	\$29,183	(\$67,853)	(\$16,888)	\$96,142	(\$31,350)	\$43,571	\$64,858	\$524,565

14-Mar-95

FY1995 Balance Sheet Forecast

AR Days	Actual												
	31	37	24	121	36	46	119	62	33	40	40	40	
	Jun-94	Jul-94	Aug-94	Sep-94	Oct-94	Nov-94	Dec-94	Jan-95	Feb-95	Mar-95	Apr-95	May-95	Jun-95
Current Assets													
Cash	\$134,341	\$191,475	\$201,094	\$321,267	\$424,589	\$437,682	\$357,328	\$207,113	\$133,020	\$211,837	\$243,720	\$82,510	\$200,409
Accounts Receivable	\$101,023	196,910	225,500	514,026	323,954	307,525	439,172	434,721	420,363	538,876	453,333	653,333	653,333
Deposits & Prepaids	5,875	2,395	2,395	41,058	29,389	35,427	26,080	52,086	62,493	47,493	47,493	47,493	47,493
Total Current Assets	241,239	390,780	428,989	876,351	777,932	780,634	822,580	693,920	615,876	798,205	744,547	783,336	901,235
Fixed Assets													
Furniture & Improvements	4,741	4,741	4,741	9,064	9,064	26,339	32,867	36,198	39,023	60,023	60,023	60,023	60,023
Equipment & Software	81,776	67,403	95,621	95,621	115,836	150,122	153,537	181,069	189,808	196,808	223,438	259,938	270,638
Production Services	3,301	3,301	3,301	7,670	7,670	11,794	11,794	16,519	23,982	62,982	70,082	85,082	85,082
Accumulated Depreciation	(30,053)	(32,651)	(35,479)	(39,499)	(42,081)	(46,241)	(51,236)	(57,232)	(63,768)	(73,584)	(84,938)	(97,422)	(110,203)
Net Fixed Assets	\$59,765	\$62,794	\$68,184	\$73,856	\$90,489	\$144,014	\$146,962	\$176,554	\$189,045	\$245,929	\$268,605	\$307,621	\$305,540
Other Assets	3,815	3,735	3,656	3,577	3,497	3,418	3,338	3,259	3,179	3,815	3,815	3,815	3,815
Total Assets	\$304,819	\$457,309	\$500,829	\$953,784	\$871,918	\$928,066	\$972,880	\$873,733	\$808,100	\$1,047,949	\$1,016,967	\$1,094,773	\$1,210,590
\$94													
Current Liabilities													
Accounts Payable	114,206	\$124,559	\$54,953	\$50,121	\$50,235	\$135,977	\$132,479	\$147,400	\$106,832	\$100,000	\$100,000	\$100,000	\$100,000
Accounts Receivable Line													
Note Payable - B Kahle	48,711	48,711	48,711	48,711	48,711			7,100	7,100	7,100	7,100	7,100	7,100
Deferred Revenue	79,235	79,235	79,235										
Accrued Income Taxes	6,100	68,648	118,580	345,141	312,569	322,516	341,647	288,333	250,174	355,714	331,082	365,316	416,276
A/R Line of Credit										75,000	100,000	100,000	100,000
Current Portion of Leases													
Total Current Liabilities	248,252	321,153	301,479	443,973	411,515	458,495	474,126	442,833	394,106	537,814	538,182	\$72,416	623,376
Equipment Leases													
Shareholders' Equity:													
Paid in Capital	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000	25,000
Current Year Income (Loss)	31,187	79,607	142,801	447,143	397,735	408,903	436,086	368,232	351,345	447,486	416,136	459,708	524,565
Retained Earnings (Deficit)	380	31,549	31,549	37,668	37,668	37,668	37,668	37,668	37,649	37,649	37,649	37,649	37,649
Total Equity	56,567	136,156	199,350	509,811	460,403	469,571	498,754	430,900	413,994	510,135	478,785	522,357	587,214
Total Liabilities & Equity	\$304,819	\$457,309	\$500,829	\$953,784	\$871,918	\$928,066	\$972,880	\$873,733	\$808,100	\$1,047,949	\$1,016,967	\$1,094,773	\$1,210,590
Quick Ratio (Cash - AR/Curr Liab)	0.95	1.21	1.42	1.88	1.82	1.63	1.68	1.45	1.40	1.40	1.30	1.29	1.37
Tangible Net Worth	56,567	136,156	199,350	509,811	460,403	469,571	498,754	430,900	413,994	510,135	478,785	522,357	587,214
Debt/Tangible Net Worth	4.4	2.4	1.5	0.9	0.9	1.0	1.0	1.0	1.0	1.1	1.1	1.1	1.1

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Q3 Revenue Forecast		Company Confidential							3/14/95
	Actual	Actual	To-date	Forecast					Post March
Source	Jan	Feb	Mar	Mar	Apr	May	Jun	Beyond	Totals
Backlog/Booked Revenue:									
AOL		50,000		25,000					-
CMP II, II & Qualcards			27,470	40,950					-
CMP Maintenance	4,100	4,100	4,100	4,100	4,700	4,100	4,100	20,500	32,800
Conquest		5,000		5,000					-
Datavault	8,380	7,616		12,500	15,000	15,000	15,000	89,004	134,004
Diamond Micro Systems		13,500							-
Fulcrum		50,000		50,000		50,000			50,000
George Mason University			15,000	15,000					-
House Info Systems	5,000								-
Information Concepts			13,050	13,050					-
Intel	1,000	1,000		1,000					-
Michels / Food Net	23,434			23,434		23,435	23,435		46,869
National Science Foundation		7,500							-
NCMS	10,000								-
NPD	12,500								-
NYT/IBM		40,000		23,000	24,000				24,000
NH Center Disease Cntrl			*	10,000					-
Reuters					50,000	50,000	50,000	38,800	188,800
RJO/DTIC	1,249			8,500			33,000	4,216	37,216
SAIC	5,000								-
SBIR NASA	22,785				25,000	25,000	25,000	523,273	598,273
Scholastic Maintenance	3,000	3,000	3,000	3,000	3,000	3,000	3,000	6,000	15,000
Scientec			7,500	7,500					-
SFNA			35,000	35,000		35,000	63,209		98,209
Stanford		10,000			10,000	14,964			24,964
Summary Corp			(7,500)	(7,500)					-
Univ of Mich	13,500								-
Total Actual/Backlog	109,947	191,716	97,620	271,534	131,100	220,499	216,744	681,793	1,250,135
Bruce to Close:									
American Geophysical Union				13,500					-
BLM				15,000					-
Datalytics				15,000					-
EBSCO				15,000					-
KPMG				20,000					-
MIGA/World Bank				20,000					-
Open Source 7mo renewal				4,143	4,142	4,142	4,142	12,426	24,852
Pac Bell				14,000					-
SCO				42,000					-
Spry Free				25,000					-
Spry Server				10,000					-
Sun Sentinel				15,000					-
Cushion				(100,000)					-
Subtotal - Bruce				108,643	4,142	4,142	4,142	12,426	24,852
AOL				35,000					-
Legal Data Center				50,000					-
SHL Systems House				10,000					-
Subtotal Cyndy to Close				95,000					-
Intel					30,000		50,000	70,000	150,000
Simba				35,000		40,000			40,000
Subtotal Larry				35,000	30,000	40,000	50,000	70,000	190,000
Total Bottoms Up Fest	109,947	191,716	97,620	510,176	165,242	264,641	270,886	764,219	1,464,987
Cummulative	109,947	301,663	399,283	811,840	165,242	429,883	700,768	2,276,827	1,574,934
Potential Upside -									
Bruce									-
Larry									-
Cyndy									-
Total Actual/Forecast	109,947	191,716		510,176	165,242	264,641	270,886	764,219	1,574,934
Cummulative	109,947	301,663		811,840	165,242	429,883	700,768	2,276,827	

WAIS, Inc. Datacenter Services**3/14/95****Company Confidential**

Customer	Publication/Newsfeed
1. Currently on WAIS Inc. Datacenter	
Scholastic	Catalogue Service
Intel Tech Doc	Tech Doc
CMP Publications	Communications Week Communications Week International Computer Reseller News Computer Retail Week Electronic Buyers Guide Electronic Engineering Times Home PC Information Week Interactive Age Internet Business Report Netguide Network Computing OEM Magazine VAR Business Windows Magazine
Open Source	AP Reuters Janes Magazine Agence France Presse
Dow Jones	Wall Street Journal Dow Jones News Service Press Release Wires Global Business Reports
2. About to come up on WAIS Inc Datacenter	
Sports Network	Sports Information Service
Reuters	News Service
SF News	San Francisco Examiner San Francisco Chronicle
Michels	Foodnet Service

Customer Pipeline-- Production Services & Projects

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Customer	Q3 Revenue	Q4 Revenue	Additional	Project	Comments
1. Current projects					
Agence France Presse				News Service	45% Revenue sharing No Forecast yet
AOL Lightning			25,000	Adapt to Internet	
CMP Expansion	40,950		to be estimated	Magazine Service	Ongoing Enhancements
CMP Maintenance	12,300	12,300	to be estimated	Operations & Maintenance	
Datavault	28,496	45,000	89,000	Modifications	
Dow Jones			20%	News service	Revenue sharing No forecast yet
Fulcrum	100,000	50,000	revenue sharing	License for WAN protocol stack	Revenue sharing
Intel Port			300,000	Port WAISserver to Intel platform	royalty up to maximum of \$300K + technology
McGraw Hill Science Encyclopedia			140,000	Online Service	
Michels Foodnet	23,434	46,869		Information Service	
NASA SBIR		75,000	523,273	Extend search technology	Image retrieval, AI Search enhancement
New York Times	65,000	24,000	98,000	Prototype news service	continued support and enhancements expected
Reuters		150,000	38,800	News Service	
RJO/DTIC	9,749	33,000	4,216	Modifications	
S.F. Examiner & Chronicle	35,000	98,209	\$2,500/mth	News service	Continued support and enhancements
Scholastic Maintenance	9,000	9,000	\$3,000/mth	Catalogue Service	Operations and maintenance
Sports Network			33%	Sports information service	Revenue sharing No forecast yet
Stanford University	10,000	24,964		Information service	
2. Proposal pipeline					
Bantam Books			115,000	Online Service	
Conde Nast Traveller			72,000	Online Service	
Database America			121,000	On-line service	Plus 20 % Revenue Sharing
Egghead Software/LVL			200,000	Online Service	
Federal Express			200,000	Online Service	
Hachissille Fillipachi/EDS			100,000	Online Service	
Imagesmith			100,000	Online Service	
Intel Techdoc		73,000	50,000	On-line service	
Janes Magazine			80,000	Online Service	
Landmark, Alexis			60,000	Online Service	Plus 20% Revenue Sharing
Marriot, Alexis			150,000	Online Service	
McGraw Hill/Shepards			73,000	Online Service	
Philadelphia Inquirer			83,000	Online Service	
Random House			56,000	Online Service	
Rizzoli-Courriere Della Serra			150,000	Online Service	
SEMI			100,000	Online Service	

Customer Pipeline-- Production Services & Projects

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Customer	Q3 Revenue	Q4 Revenue	Additional	Project	Comments
SIMBA	50,000	50,000			
State of Calif Legeslative Data Cent	50,000	75,000		State Legislation Online	Plus \$1,900/month maintenance
3. Pre-proposal pipeline					
A&M Records			90,000	Online Service	
Academic Press			125,000	Online Service	
Acer Computer/ LVL			100,000	Online Service	
AMD			125,000	Online Service	
Ameridata			125,000	Online Service	
AOL			100,000	Online Service	
Aspen Systems			100,000	Online Service	
Axime			100,000	Online Service	
Block Interactive/ Ntl Semi			100,000	Online Service	
Boston Globe			95,000	Online Service	
Business Wire			100,000	Online Service	
Chicago Tribune			95,000	Online Service	
Conde Nast			125,000	Online Service	
Conde Nast-Newhouse			95,000	Online Service	
CSAA			90,000	Online Service	
Denver Post			150,000	Online Service	
Discovery Channel			110,000	Online Service	
EDS/ Cadillac			125,000	Online Service	
Financial Times			85,000	Online Service	
JC Penney			100,000	Online Service	
Journal Register			60,000	Online Service	
Kiplinger's			90,000	Online Service	
KNTV			50,000	Online Service	
McGraw Hill S&P			90,000	Online Service	
McGraw Hill/ Business Week			80,000	Online Service	
MCI/Tradenet			100,000	Online Service	
Microage			125,000	Online Service	
Mitsubishi			100,000	Online Service	
Moodys			75,000	Online Service	
National Geographic			150,000	Online Service	
National Semiconductor			100,000	Online Service	
Nolo Press			75,000	Online Service	
Northern Telecom			110,000	Online Service	

Customer Pipeline-- Production Services & Projects

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Customer	Q3 Revenue	Q4 Revenue	Additional	Project	Comments
Parade			95,000	Online Service	
Precept Interactive Network			90,000	Online Service	
Prentice Hall			85,000	Online Service	
Presslink			150,000	Online Service	
Rocky Mt. News			100,000	Online Service	
RR Donnelly & Sons			75,000	Online Service	
San Diego Union Tribune			89,000	Online Service	
Sports Fan Radio Network			200,000	Online Service	
St Louis Dispatch			95,000	Online Service	
State of Calif- Educ			125,000	Online Service	
The Washington Post			100,000	Online Service	
Thompson Publishing			75,000	Online Service	
Times-Mirror			170,000	Online Service	
TRW			250,000	Online Service	
US News & World Report			125,000	Online Service	
USA Today			150,000	Online Service	
Wiley and Sons			100,000	Online Service	
Williams Sonoma			125,000	Online Service	
WRTV/McGraw Hill			50,000	Online Service	
Ziff Davis			135,000	Online Service	

AS OF 3/10/95	Product Sales Pipeline		Company Confidential			
ACCOUNT NAME	CITY, STATE	PRODUCT	MONTH	\$\$	PROB %%	FACTORED \$\$
AMERICAN GEOPHYSICAL UNION	SELVIN INPARAJ	SINGLE	Mar-95	13,500	90%	12,150
DATALYTICS	DAYTON, OHIO	SINGLE	Mar-95	15,000	90%	13,500
EBSCO DOCUMENT SVCS	BURLINGAME, CA	(2) SINGLE	Mar-95	15,000	90%	13,500
KPMG/PEAT MARWICK	PALO ALTO, CA	(2) SINGLE	Mar-95	20,000	90%	18,000
SUN SENTINEL	FT LAUDERDALE, FL	SINGLE	Mar-95	15,000	90%	13,500
SLM		SINGLE	Mar-95	15,000	90%	13,500
MIGA/WORLD BANK		SINGLE	Mar-95	20,000	90%	18,000
PACBELL		SINGLE	Mar-95	14,000	90%	12,600
SPRY FREEWARE		LICENSE TO BUNDLE FREE	Mar-95	25,000	90%	22,500
SPRY SERVER		SINGLE	Mar-95	10,000	90%	9,000
SANTA CRUZ OPERATION	SANTA CRUZ, CA	(3) SGL SERVERS	Mar-95	42,285	90%	38,057
TOTALS FOR MARCH 95				204,785		184,307
OFF OF SCIENTIFIC & TECH INFO	OAKRIDGE, TENNESSE	MTCE	Apr-95	5,000	90%	4,500
EDS/CADILLAC	WARREN, MI	SINGLE	Apr-95	15,000	80%	12,000
WEST PUBLISHING	ST PAUL, MN	MTCE	Apr-95	15,000	80%	12,000
EASTVIEW PUBLICATIONS	MINNEAPLOIS, MN	SINGLE	Apr-95	15,000	70%	10,500
ELI LILLY & CO	INDIANAPOLIS, IN	SINGLE	Apr-95	13,500	70%	9,450
MENTOR GRAPHICS	WILSONVILLE, OR	SINGLE	Apr-95	14,000	70%	9,800
TANDEM COMPUTER	CUPERTINO, CA	SINGLE	Apr-95	15,000	70%	10,500
US ARMY INFO SYS ENG	SIERRA VISTA, AZ	SINGLE	Apr-95	25,000	70%	17,500
LAVAL UNIVERSITY	STE-FOY, QUEBEC	SINGLE	Apr-95	12,000	70%	8,400
MEDICAL DATA INTERFACE DESIGN	MALDEN, MASS	SINGLE	Apr-95	15,000	70%	10,500
MORGAN STANLEY	NEW YORK, NY	(2) SINGLE	Apr-95	22,500	70%	15,750
NATL CTR FOR SUPERCOMPUTING	CHAMPAIGN, IL	SINGLE	Apr-95	7,500	70%	5,250
MIDDLEWORLD	REYKJAVIK, ICELAND	SINGLE	Apr-95	17,250	60%	10,350
SWEDISH UNIV OF AGRICULTURE	UPPSALA, SWEDEN	SINGLE	Apr-95	17,250	60%	10,350
UNIVERSITY OF IOWA	IOWA CITY, IOWA	SINGLE	Apr-95	12,000	60%	7,200
SRI INTERNATIONAL	MENLO PARK, CA	SINGLE	Apr-95	15,000	50%	7,500
TOTALS FOR APRIL 95				236,000		161,550
TASC	RESTON, VA	(2) SINGLE	May-95	22,500	80%	18,000

AS OF 3/10/95	Product Sales Pipeline		Company Confidential			
					PROB	FACTORED
ACCOUNT NAME	CITY, STATE	PRODUCT	MONTH	\$\$	%%	\$\$
DELPHI INTERNET SERVICES	CAMBRIDGE, MASS	MTCE	May-95	15,000	80%	12,000
AT&T BELL LABS	HOLMDEL, NJ	SINGLE	May-95	13,500	70%	9,450
US DEPT OF AGRICULTURE	WASHINGTON, D.C.	SINGLE	May-95	15,000	70%	10,500
CHEVRON RESEARCH CORP	RICHMOND, CA	SINGLE	May-95	15,000	70%	10,500
HAUSNER & TAYLOR	CLEVELAND, OH	SINGLE	May-95	12,000	70%	8,400
ENGINEERING SYSTEMS RESEARCH	MENLO PARK, CA	SINGLE	May-95	15,000	60%	9,000
FMC CORPORATION	SANTA CLARA, CA	SINGLE	May-95	15,000	60%	9,000
NATIONS BANK	CHICAGO, ILLINOIS	SINGLE	May-95	14,000	60%	8,400
SILICON GRAPHICS CORP	MOUNTAIN VIEW, CA	SINGLE	May-95	15,000	60%	9,000
UNIVERSITY OF MAINE	ORONO, MAINE	SINGLE	May-95	15,000	60%	9,000
UNIVERSITY OF QUEBEC	MONTREAL, QUEBEC	SINGLE	May-95	15,000	60%	9,000
BINA INFORMATION SYSTEMS	WILLOWDALE, ONT	SINGLE	May-95	15,000	60%	9,000
BRENTWOOD LIFE	WOODLAND HILLS, CA	SINGLE	May-95	15,000	60%	9,000
CHIAT/DAY ADVERTISING	VENICE, CA	SINGLE	May-95	15,000	60%	9,000
DELUXE DATA SYSTEMS	MILWAUKEE, WI	SINGLE	May-95	15,000	60%	9,000
MICROAGE COMPUTER CENTER	MIAMI, FL	SINGLE	May-95	12,000	60%	7,200
PRINCIPAL FINANCIAL GROUP	DES MOINES, IA	SINGLE	May-95	15,000	50%	7,500
				269,000		172,950
TOTALS FOR MAY 95						
COMPUTERVISION	BEDFORD, MA	SINGLE	Jun-95	15,000	70%	10,500
WASHBURN UNIVERSITY	TOPEKA, KS	SINGLE	Jun-95	12,000	70%	8,400
BUREAU OF NATL AFFAIRS	WASHINGTON, D.C.	SINGLE	Jun-95	15,000	70%	10,500
KQED INC.	SAN FRANCISCO, CA	SINGLE	Jun-95	13,500	70%	9,450
MASTERCARD	NEW YORK, NY	SINGLE	Jun-95	15,000	70%	10,500
EMERGING BUSINESS TECH	JACKSONVILLE, FL	SINGLE	Jun-95	15,000	60%	9,000
UNITED NATIONS	NEW YORK, NEW YORK	SINGLE	Jun-95	12,450	60%	7,470
UNIVERSITY OF CINCINNATI	CINCINNATI, OHIO	SINGLE	Jun-95	12,000	60%	7,200
UNIVERSITY OF VICTORIA	VICTORIA, B.C.	SINGLE	Jun-95	12,750	60%	7,650
US HALACOST MEMORIAL	WASHINGTON, D.C.	SINGLE	Jun-95	15,000	60%	9,000
BELL SOUTH	BIRMINGHAM, AL	SINGLE	Jun-95	15,000	60%	9,000
LDDS COMMUNICATIONS	DES PLAINES, IL	SINGLE	Jun-95	15,000	60%	9,000
FARM CREDIT SERVICES	SPOKANE, WASH	SINGLE	Jun-95	15,000	60%	9,000
INFORMATION PURVEYORS	SAN FRANCISCO, CA	SINGLE	Jun-95	15,000	60%	9,000

AS OF 3/10/95	Product Sales Pipeline		Company Confidential			
					PROB	FACTORED
ACCOUNT NAME	CITY, STATE	PRODUCT	MONTH	\$\$	%%	\$\$
MICROMEDIA LTD	TORONTO, ONTARIO	SINGLE	Jun-95	15,000	60%	9,000
TOWERY PUBLISHING	MEMPHIS, TN	SINGLE	Jun-95	12,000	60%	7,200
CIESIN	UNIV CENTER, MI	SINGLE	Jun-95	15,000	50%	7,500
FISHER PRICE INC.	NEW YORK, NY	SINGLE	Jun-95	15,000	50%	7,500
MEGASOFT	FREEHOLD, NJ	SINGLE	Jun-95	13,500	50%	6,750
PENN STATE UNIVERSITY	STATE COLLEGE, PA	SINGLE	Jun-95	12,000	50%	6,000
PURCHASE LIMITED	NEW YORK, NY	SINGLE	Jun-95	13,500	50%	6,750
TOTALS FOR JUNE 95				293,700		176,370
VANDERBILT UNIVERSITY	NASHVILLE, TN	SINGLE	Jul-95	12,000	80%	9,600
ECHOLON CORP	PALO ALTO, CA	SINGLE	Jul-95	15,000	70%	10,500
FORD MOTOR CO	DEARBORN, MI	SINGLE	Jul-95	15,000	70%	10,500
MOC	AUSTIN, TX	SINGLE	Jul-95	12,000	70%	8,400
NASA/AMES RESEARCH CTR	MOFFET FIELD, CA	SINGLE	Jul-95	13,500	70%	9,450
REUTERS HEALTH INFO SYSTEMS	NEW YORK, NY	SINGLE	Jul-95	15,000	70%	10,500
SYMANTEC CORP	SANTA MONICA, CA	SINGLE	Jul-95	13,500	70%	9,450
TEXAS INSTRUMENTS	SHERMAN, TX	MULTI	Jul-95	45,000	70%	31,500
TRINZIC CORPORATION	PALO ALTO, CA	SINGLE	Jul-95	13,500	70%	9,450
WALT DISNEY PICTURES	BURBANK, CA	SINGLE	Jul-95	15,000	70%	10,500
UCSF LIB & CTR FOR KNOWLEDGE	SAN FRANCISCO, CA	SINGLE	Jul-95	15,000	60%	9,000
HITACHI	SAN JOSE, CA	SINGLE	Jul-95	12,000	60%	7,200
INTELLIQUEST	AUSTIN, TX	SINGLE	Jul-95	15,000	60%	9,000
KANSAS CITY STAR	KANSAS CITY, MO	MULTI	Jul-95	45,000	60%	27,000
NORTHERN TELECOM	NASHVILLE, TN	SINGLE	Jul-95	15,000	60%	9,000
SEQUENT COMPUTER	BEAVERTON, OR	SINGLE	Jul-95	13,500	60%	8,100
WESTERN PSYCHIATRICINSTITUTE	PITTSBURGH, PA	SINGLE	Jul-95	12,000	60%	7,200
BASLINE II, INC.	NEW YORK, NY	SINGLE	Jul-95	15,000	50%	7,500
CANADA COMMUNICATIONS	OTTAWA, CANADA	SINGLE	Jul-95	15,000	50%	7,500
DATA GENERAL CORP	WILSONVILLE, OR	SINGLE	Jul-95	15,000	50%	7,500
PFIZER, INC.	GROTON, CT	SINGLE	Jul-95	15,000	50%	7,500
SOFRAPÉ	LAVAL, QUEBEC	SINGLE	Jul-95	12,000	50%	6,000
US AGENCY FOR INT'L DEVELOP	ARLINGTON, VA	SINGLE	Jul-95	13,500	50%	6,750

AS OF 3/10/95	Product Sales Pipeline		Company Confidential			
ACCOUNT NAME	CITY, STATE	PRODUCT	MONTH	\$\$	PROB %%	FACTORED \$\$
TOALS FOR JULY 95				382,500		239,100
ELECTRIC PRESS	RESTON, VA	SINGLE	Aug-95	15,000	70%	10,500
HAMILTON STANDARD	WINDSOR LOCKS, CT	SINGLE	Aug-95	15,000	70%	10,500
JOHNS HOPKINS UNIVERSITY	BALTIMORE, MD	SINGLE	Aug-95	15,000	70%	10,500
NOVX SYSTEMS INTEGRATORS	SEATTLE, WA	(4) SINGLE	Aug-95	40,000	70%	28,000
SOUTHWESTERN BELL	ST LOUIS, MO	SINGLE	Aug-95	15,000	70%	10,500
CCH, INC.	RIVERWOODS, IL	SINGLE	Aug-95	15,000	80%	9,000
CNA INSURANCE	CHICAGO, IL	SINGLE	Aug-95	15,000	60%	9,000
HARCOURT BRACE	FT WORTH, TX	SINGLE	Aug-95	13,500	60%	8,100
KKSF/KDFC RADIO	SAN FRANCISCO, CA	SINGLE	Aug-95	12,000	60%	7,200
MEDICAL BOARD OF CALIFORNIA	SACRAMENTO, CA	MULTI	Aug-95	40,000	60%	24,000
MEREX, INC.	ROCKVILLE, MD	SINGLE	Aug-95	12,000	60%	7,200
MESA CONSULTING	ROSSLYN, VA	SINGLE	Aug-95	13,500	60%	8,100
NAVAL RESEARCH LABORATORY	WASHINGTON, D.C.	MULTI	Aug-95	40,000	60%	24,000
SAIC	McLEAN, VA	SINGLE	Aug-95	13,500	60%	8,100
SHELL DEVELOPMENT	HOUSTON, TX	SINGLE	Aug-95	15,000	60%	9,000
TRW/ESL	SUNNYVALE, CA	SINGLE	Aug-95	15,000	60%	9,000
UNIVERSITY OF VIRGINIA	CHARLOTTESVILLE, VA	SINGLE	Aug-95	12,000	60%	7,200
VIEWTEXT INFORMATION SERVES	PHILADELPHIA, PA	SINGLE	Aug-95	13,500	60%	8,100
MOTOROLA EMRGING COMP OPS	AUSTIN, TX	SINGLE	Aug-95	13,500	60%	8,100
BC HYDRO	BURNABY, B.C.	SINGLE	Aug-95	15,000	50%	7,500
COMPUTER SCIENCES CORP	FALLS CHURCH, VA	SINGLE	Aug-95	15,000	50%	7,500
EXPERTS CHOICE SOFTWARE	AUSTIN, TEXAS	SINGLE	Aug-95	15,000	50%	7,500
PACIFIC GAS & ELECTRIC	SAN FRANCISCO, CA	SINGLE	Aug-95	15,000	50%	7,500
UPPER DECK COMPANY	CARLSBAD, CA	SINGLE	Aug-95	12,000	50%	6,000
TOTALS FOR AUGUST 95				415,500		252,100
BECHTEL NATIONAL INC.	SAN FRANCISCO, CA	SINGLE	Sep-95	15,000	70%	10,500
NOAA ENVIRONMENTAL INFO SVC	WASHINGTON, D.C.	SINGLE	Sep-95	12,000	70%	8,400
SANDIA NATIONAL LABS	ALBUQUERQUE, NM	SINGLE	Sep-95	13,500	70%	9,450
US ARMY CORPS OF ENGINEERS	FAIRFAX, VA	SINGLE	Sep-95	12,000	70%	8,400
COLLEGE CENTER FOR LIB AUTO	TALLAHASSEE, FL	SINGLE	Sep-95	15,000	60%	9,000

AS OF 3/10/95	Product Sales Pipeline		Company Confidential			
ACCOUNT NAME	CITY, STATE	PRODUCT	MONTH	\$\$	PROB %%	FACTORED \$\$
COMMERCE CONNECTION	NEWTON, MASS	SINGLE	Sep-95	15,000	60%	9,000
FOURTH MESA	BALTIMORE, MD	SINGLE	Sep-95	15,000	60%	9,000
SPACE & NAVAL WARFARE CENTER	WASH, D.C. (?)	SINGLE	Sep-95	15,000	60%	9,000
TEST DRIVE	SANTA CLARA, CA	SINGLE	Sep-95	12,000	60%	7,200
UNICOR	WASHINGTON, D.C.	SINGLE	Sep-95	13,500	60%	8,100
ENERGY RESOURCE CONVER BOARD	CALGARY, ALBERTA	SINGLE	Sep-95	15,000	50%	7,500
INSTITUTE OF GAS TECHNOLOGY	DES PLAINES, IL	SINGLE	Sep-95	13,500	50%	6,750
NETWORK PUBLISHING, INC.	PROVO, UT	SINGLE	Sep-95	12,000	50%	6,000
SCHLUMBERGER LIMITED	NEW YORK, NY	SINGLE	Sep-95	13,500	50%	6,750
TCSI CORPORATION	BERKELEY, CA	SINGLE	Sep-95	13,500	50%	6,750
UNIVERSITY OF ST. THOMAS	ST. PAUL, MN	SINGLE	Sep-95	15,000	50%	7,500
TOTALS FOR SEPTEMBER 95				220,500		129,300
TOTALS FOR ALL MONTHS				2,021,985		1,315,677